R&D

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BUSINESS

Instrument shipments to climb 3.1% in '89

SHIPMENTS OF SCIENTIFIC and engineering instruments will reach $50.6 billion in 1989, 3.1% over the $49.1-billion level set in 1988, says a Cahners Economics forecast.

But growth in the production of these instruments is expected to peak early this year, then settle down later in the year to a 5% annual level, says Cahners senior economist Madeline Franchi. That projection is down slightly from the 7% growth in instrument production in 1988, she adds.

In a separate report, Frost & Sullivan foresees a 50% increase in sales of analytical instruments from 1987 to 1992, to $3.5 billion.

The New York-based market research firm states that a "booming" biotechnology business will fuel the need for instruments in the next few years. Chromatographic products serving the needs of pharmaceutical, biotechnology, and life-science labs will be "big winners," says the report, with sales reaching $900 million by 1992. For more on the Frost & Sullivan report, **circle 893** on the Reader Service Card.

Franchi notes, however, that the analytical instrument market is "usually keyed to the amount of money available for R&D." Cahners Economics and *R&D* magazine project real-dollar R&D growth to be flat in 1989. □

Buy a lottery ticket, help the cause of R&D

MINNESOTA HAS BECOME the first state to finance research through a lottery. By a 60-40 majority, voters in the land of 10,000 lakes last November approved creation of the nation's 30th state lottery. Half of the profits for the first five years will go into an R&D trust fund that could be worth as much as $300 million.

"We're the only state that will have permanent funding for research," says Terry Montgomery, acting president of the Greater Minnesota Corp. (GMC), a quasi-public corporation which will administer the endowment. The lottery should be operating by the end of the year, he says.

Montgomery estimates that the trust fund will generate $25 million a year in investment income, with another $25 million a year coming from corporate and other contributions. The endowment will "insulate the program from politics and from downturns in the economy," he says.

The money will be used to set up regional technology field offices, advanced manufacturing research centers, and several "applied research institutes" that will focus on promoting key technologies in the state, such as advanced materials, supercomputers, and biomedical products.

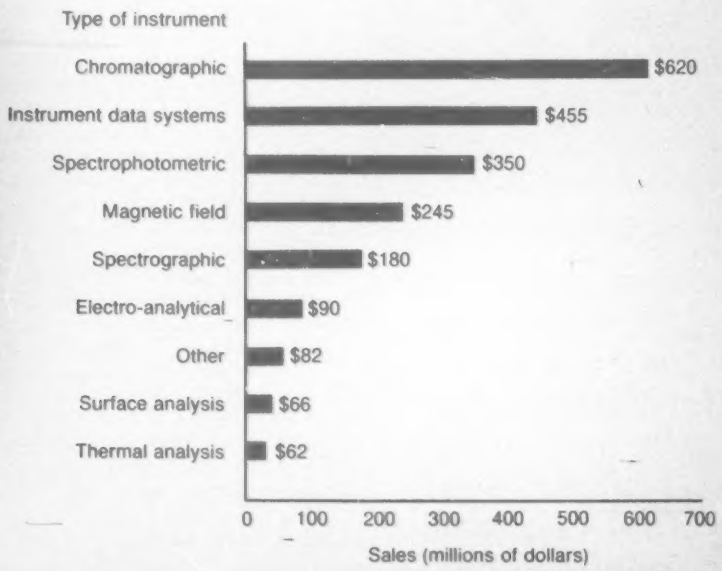
GMC has been operating since late 1987 with $30 million from the state legislature. Thus far, it has awarded $750,000 to the newly formed Natural Resources Research Institute in Duluth to find new uses for Minnesota wood products. Research into biodegradable plastics also is under way.

Montgomery says up to $3 million will be set aside for "technology challenge grants" to university researchers, with another $5 million going to capitalize a venture capital seed fund.

For information, contact GMC, 920 Second Ave. S., Minneapolis, MN 55402; 612/338-6666. □

R&D Business continues

***Chromatography products** will be "winners" in the analytical instruments sweepstakes, says the marketing firm of Frost & Sullivan. (Photo: Neslab Instruments Inc.)*



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Three Things
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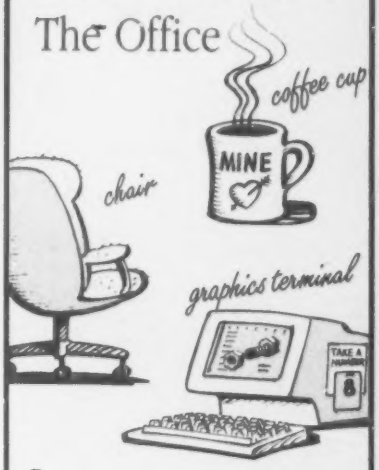

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